



Senior Business Development Consultant

Job Description

Who We're Looking For

Benchmark Capital has grown substantially over the past few years. Our focus has now moved to engaging, and potentially acquiring, a small number of larger firms alongside our existing focus on high quality Best Practice member firms.

The role of Strategic Business Development Consultant within Benchmark Capital spans the 6 Benchmark Capital Group companies. The purpose of the role is:

- 1) To manage a high quality pipeline of new opportunities focusing on high quality mid- to large-size advice firms (10+ advisers, £250m+ AUM)
- 2) To engage and lead the discussions with senior stakeholders / business owners with a focus on
 - a. Platform consolidation
 - b. Technology optimisation
 - c. Future acquisition
- 3) To negotiate and conclude the structure and commercials of these opportunities

The Strategic Business Development Consultant is a key role for the senior stakeholders of a new firm to experience Benchmark Capital's capabilities and therefore it is essential that the individual conveys a level of seniority, reassurance, professionalism and a deep understanding of Benchmark Capital's overall solution set.

You will become part of a focused, rapidly growing team responsible for a core part of Benchmark's future growth strategy.

About Benchmark Capital

Benchmark Capital powers financial advisers through insight and integrated tools, services and investment solutions that help them differentiate their client proposition.

Helping advisers to look after their clients is at the centre of everything we do. Our award-winning solutions support over 150 advice firms, with £17.1 billion of assets under advice¹

With a technology-led ecosystem of regulatory, platform, and investment services, and our own financial planning business, our approach is guided by delivering safety and security for customers and focused on positive client outcomes.

We believe that first-class client service and integrated technology are essential components for long-term success. Our seamless, holistic approach works in harmony both to empower advisers and their clients and to generate tangible financial and competitive advantages.

We work with some of the most successful financial planning firms in the UK, bringing the power of technology to advice and wealth management

¹As at 31.03.21

The base

You'll be based at our Broadlands Business Campus near Horsham in West Sussex. It has high standards and international reputation, without being in the city: a big, countryside campus means life will feel a little different.

We support our offices by using cutting edge software and hardware and our spacious campus facilities mean there's a great working environment for the team. With an on-site restaurant, coffee shop and gym, our campus has much to offer. And commuters can relax on our dedicated regular shuttle bus to and from Horsham's main line train station.

We know that helping you balance personal and professional commitments is a big part of that, so we're open to flexible working. Many of our staff work flexibly in many different ways, including part-time. Please talk to us at interview about the flexibility you need.

What You'll Do

- Work with the Corporate Development Director, Head of Business Development and the Head of Marketing to build an overall strategy for Business Development – revenue targets and focus, ideal firm profile, engagement approach, success measures
- Work with the Group Directors, Head of Relationship Management and Support to agree a business development approach for existing firms
- Identify strategic acquisition opportunities in line with the Group's acquisition Strategy and build the business case to proceed with such acquisitions
- Communicate the pipeline / forthcoming projects to all relevant parties to ensure business readiness (e.g. BP membership, Finance, Onboarding, Training etc)
- Present at Business Development seminars, sponsored events, attend industry events to represent Benchmark and its companies as appropriate

The Knowledge, Experience And Qualifications You Need

- Degree level education, preferably in business
- Sound knowledge of Financial Services, specifically the Financial Planning / IFA and wrap/platform markets;
- Ideally, knowledge of acquisition / succession planning principles within the Financial Planning profession (drivers, valuation criteria, typical deal structures, legal framework etc)
- Demonstrable experience of driving business growth
- Proven ability to think strategically and creatively, to implement effective short, medium and long term plans
- Strong networking and excellent interpersonal skills
- Ability to communicate with, engage and influence senior decision makers (owners / directors of the firm, senior operational / compliance / platform administration staff etc)
- High level of verbal and written communication skills
- Strong presentation skills
- Strong ability to work independently and part of a team
- Understanding of the competitive landscape, particularly the available alternative solutions that a firm may be considering when they first engage with Benchmark
- Excellent presentation and interpersonal skills
- Effective organisational and prioritisation skills
- Proficiency in Microsoft Office

- Experience of IT CRM systems and processes
- Valid UK driving licence
- Tenacious, resilient, self-starter. Able to act on own initiative with drive and determination
- Great at analysing opportunities
- Good decision maker
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We're Looking For The Best, Whoever They Are

Benchmark Capital is an equal opportunities employer. You're welcome here whatever your socio-economic background, race, sex, gender identity, sexual orientation, religious belief, age or disability.

Important Information: Issued by Benchmark Capital Limited, Broadlands Business Campus, Langhurstwood Road, Horsham, West Sussex, RH12 4QP. Registration in England No 09404621.